

USDA Pilot Project for Unprocessed Fruits and Vegetables & Farm to School

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Washington
State Department of
Agriculture



What is Farm to School?

CORE ELEMENTS OF **FARM** *to* **SCHOOL**

LOCAL
ECONOMIES

EDUCATION

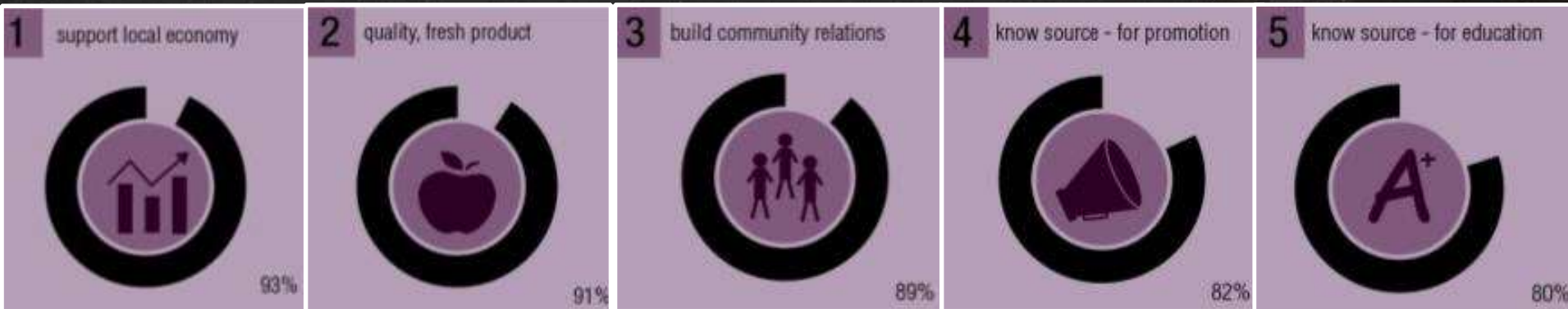
**SCHOOL
GARDENS**

PROCUREMENT

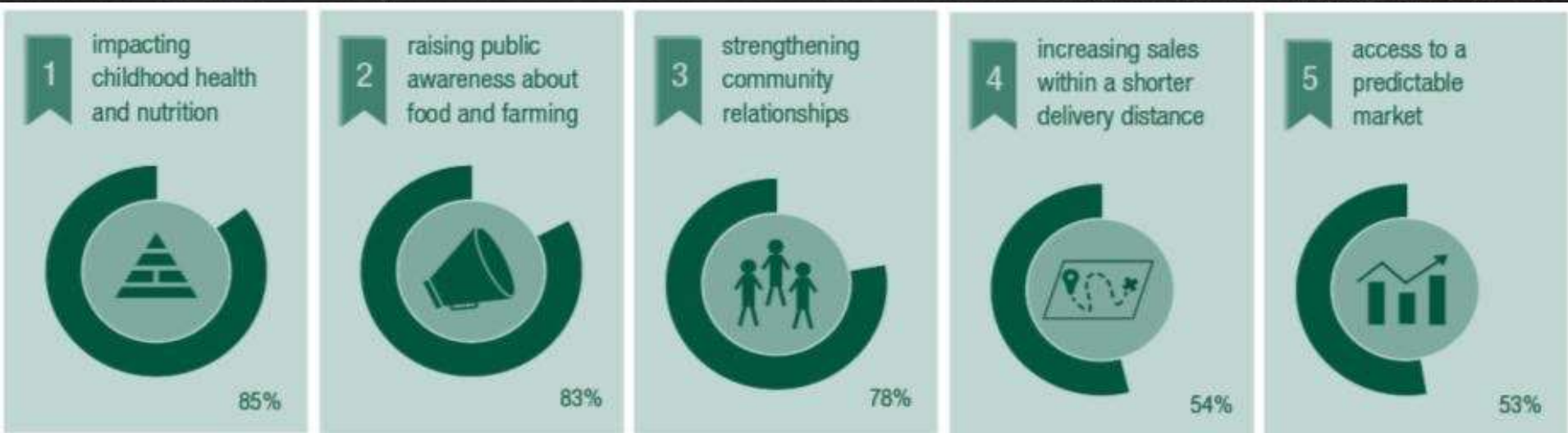


Why Farm to School?

Schools say...



Farmers say...





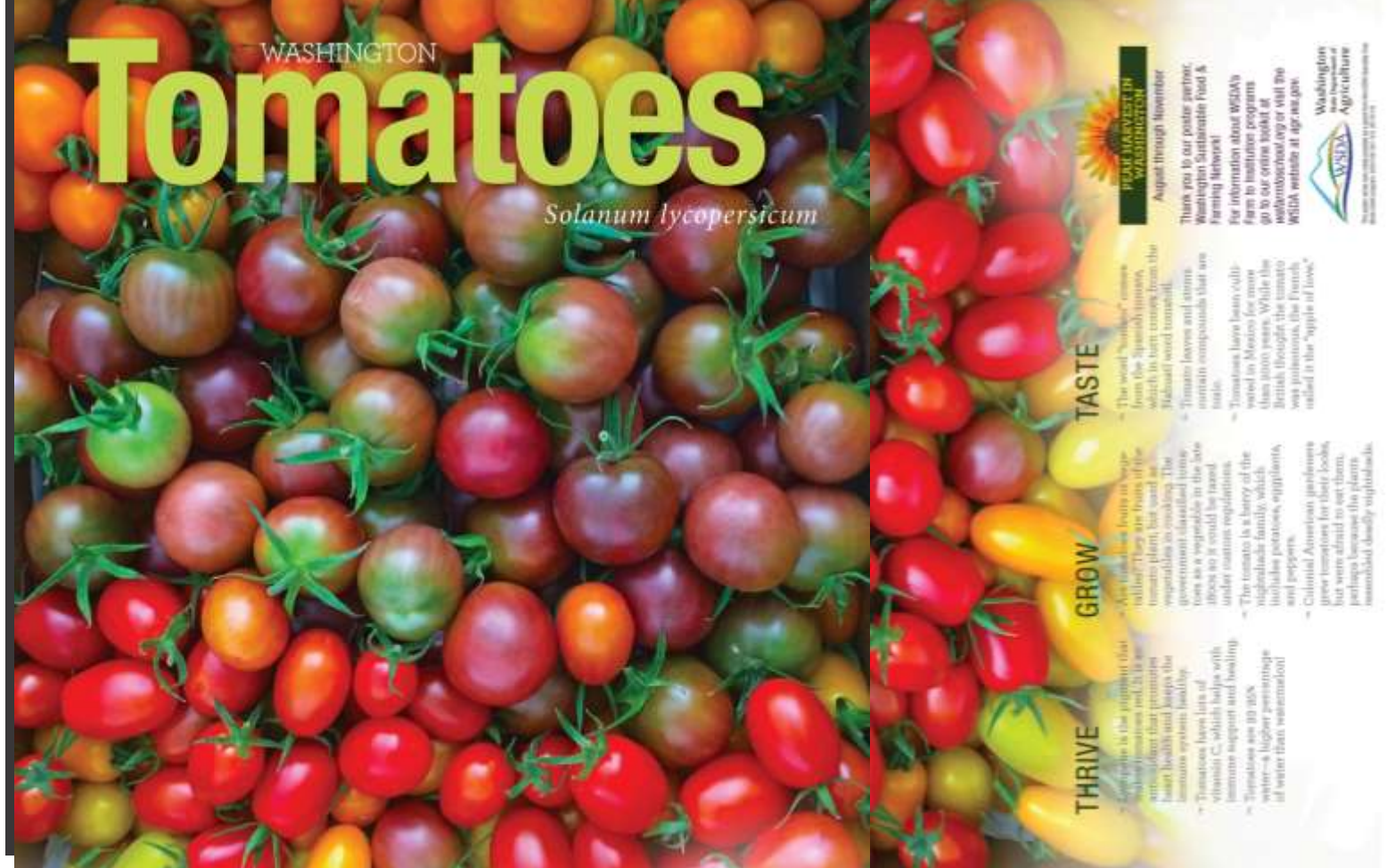
#1 Support local economy



#2 Quality fresh product



#3 Build community relations



#4 Know food source – for promotion

<http://www.wafarmtoschool.org/Page/100/waharvestposters>



#5 Know food source – for education

How can the USDA Pilot Project for the Procurement of Unprocessed Fruits and Vegetables support Farm to School?

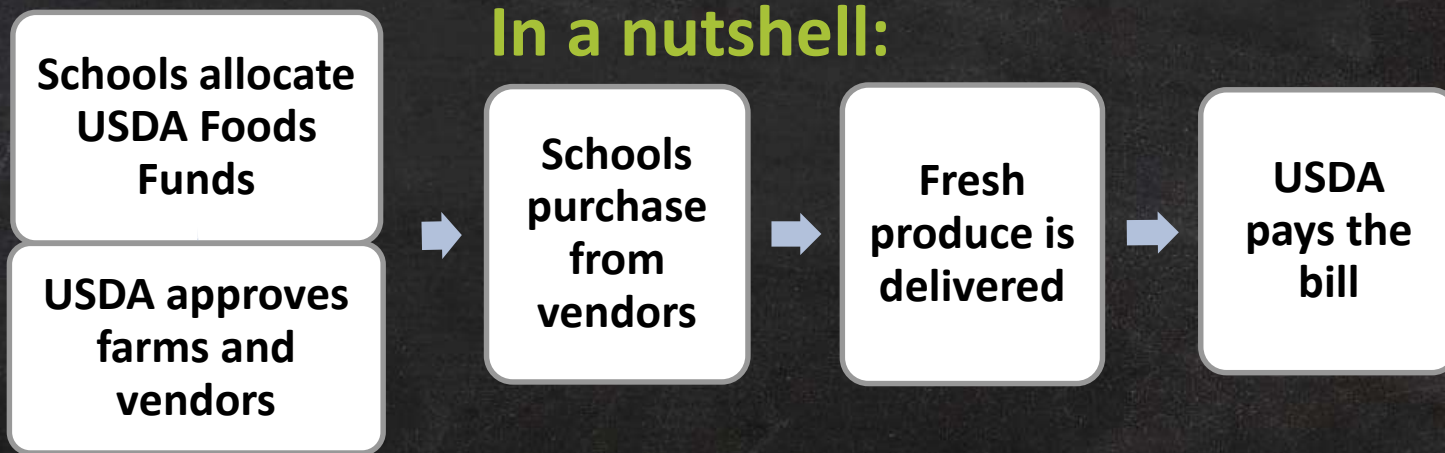


USDA Pilot Project for Procurement of Unprocessed Fruits & Vegetables



- Created by the USDA to offer school districts more spending options for their entitlement funds.
- Can be used alongside DOD Fresh
- Does not act as a replacement program for DOD Fresh
- An opportunity for schools to use entitlement funds to support Farm to School purchasing!

In a nutshell:



USDA Pilot Project for Procurement of Unprocessed Fruits & Vegetables

Purpose

1. Give schools flexibility in how they spend their entitlement
2. Increase purchase of “unprocessed” locally grown produce

Only fresh fruits and vegetables that are “minimally processed” or “unprocessed” can be sold through the pilot.

Produce that has been sliced, diced, chopped, washed, frozen or dried are allowed.

Foods that have been heat-treated like canning or pickling are NOT allowed.

Goal of the USDA Pilot Project:

Support the use of locally-grown foods in school meal programs using USDA Foods entitlement funds



Welcome to our Local Lunch!

Today's lunch includes fresh, locally-grown foods from Washington farms.



What can the USDA Pilot Project do?

Does...

- ✓ Serve more fruits and vegetables
- ✓ Flexibility with USDA Foods entitlement dollars
- ✓ Purchase more local foods (or domestic)

Doesn't...

- ✗ Provide additional funds for purchasing
- ✗ Circumvent procurement process
- ✗ Buy non-domestic product
- ✗ Buy processed products or non-produce

Benefits of the USDA Pilot Project

farm opportunity

- Support growing demand for fresh products from local schools in your area
- Develop connections with local Food Nutrition Directors and build a foundation for future business relationships
- Broaden your customer base to schools, students and families in a stable, high-volume market
- Show support for your community and help improve childhood nutrition
- Feature your company as a USDA approved vendor

school opportunity

- Serve more healthy, fresh and locally-procured fruits and vegetables
- Support local economy, build community relationships and promote your food service program
- More flexibility over where and how to spend your entitlement
- Purchase from vendors with approved liability insurance and food safety practices
- Participate with minor adjustments to a standard purchasing practices

Farm and Vendor Requirements

1. Written food safety plan
2. Product Liability Insurance
3. Food Safety Certification (Good Agricultural Practices (GAP)/Good Handling Practices (GHP)
4. Fill out four page USDA Application & register for payments from USDA



agr.wa.gov/inspection/GAPGHP

Current Approved Vendors in Washington State

Pacific Coast Fruit

First Fruit Marketing of Washington

American Produce Express

Tahoma Farms

Columbia Fruit

Spokane Produce

Charlie's Produce

Penny's Salsa Inc.

FSA West/ FSA East

Columbia Fresh Packing

& more to come!

Schools can purchase from any USDA approved vendors and farmers

Is there a farm or vendor you would like to on this list?

Contact Chris Iberle at ciberle@agr.wa.gov

How it works



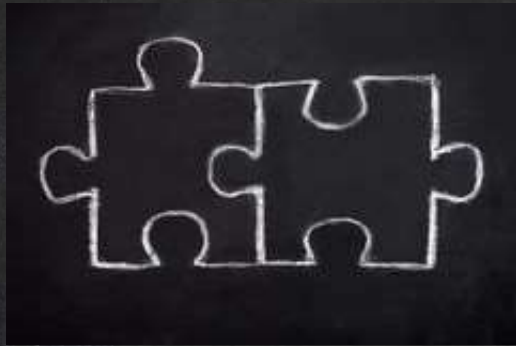
How Do I Participate?

Schools can participate by contacting the Office of Superintending of Public Instruction to join and allocate their USDA Foods funds:

Jim Hemmen
Food Distribution Program Supervisor
Child Nutrition Services, OSPI
(360) 725-6209
jim.hemmen@k12.wa.us



**What have your
challenges been
with the USDA
Pilot Project?**



**What have your
successes been
with the USDA
Pilot Project?**



Lessons Learned 2014-2016

Vendors

- Little outreach to potential vendors
- Farmer knowledge of the program & benefits
- Distributors slow to join
- Unclear application and sales, invoicing process



School Districts

- No or few local farms available to buy from
- Challenging logistics with approved vendors
- Unclear process for joining, using Pilot & procurement
- Product choice



Current Supporting Work

Vendor outreach & recruitment

- Technical assistance with applications
- Recruiting vendors around the state
- Work with current vendors



School support with procurement process

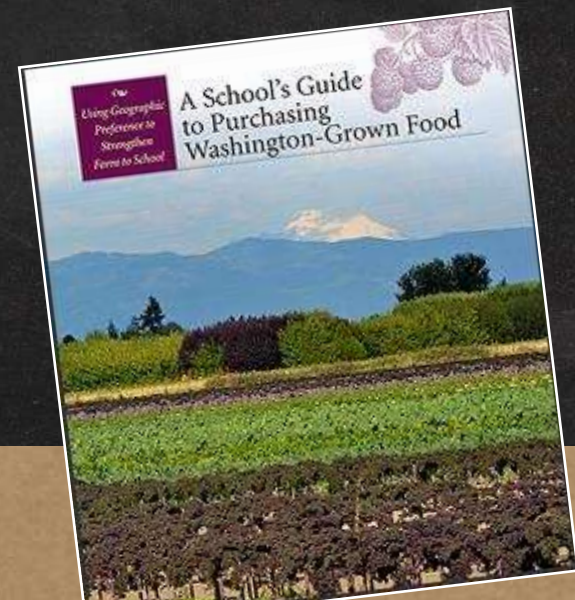
- How to join the program
- Accessing vendors that will work for you
- How to use funds & procurement process



Resources & tools for the USDA Pilot Project

- Current List of Vendors
- USDA Pilot Project Washington Grown Order Guide
- New Vendor Outreach Lists
- Technical assistance from OSPI & WSDA
- Application packet & form
- WSDA's "School's Guide to Purchasing Washington Grown Food"

Factsheets, flier, assistance for farmers



**What tools or
resources have
you used?**

**What tools or
resources do you
need moving
forward?**

Future USDA Pilot Project efforts & trainings

Join for the 2016-2017 school year!
Allocate funds if you've already signed up

- Late August webinar
- WSNA Fall Workshops
- Recruiting new vendors
- Ongoing technical assistance for schools
- Developing resources and tools

USDA Pilot Project in Washington Online

www.k12.wa.us/ChildNutrition/programs/FoodDistribution/FFV.aspx



State of Washington
**Office of
Superintendent of Public Instruction**

OSPI

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Fruit and Vegetables
... allow LEAs to purchase domestically grown fresh produce
... ent dollars.
(Department of Defense) Fresh Fruit and Vegetable Program
... Fresh Fruit and Vegetable program
• [DoD Fresh Fruit and Vegetable Program Application Form](#)
• Duck Delivery – Westside Vendor; [Sharon Whalen](#), 800-452-2481
• Spokane Produce – Eastside Vendor; [Brent Dallman](#), 509-455-8970

USDA Pilot – Procurement of Unprocessed Fruits and Vegetables
• [WSDA Farm to School - Pilot project web page](#)
• [Pilot Application Form](#)

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Fax 360-664-0570
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Supervisor
[Debbie Stevens](#), 360-725-6204
Administrative Support
[Roen Esmond](#), 360-725-6215
Orders, Surveys, Entitlement, Billing
[Wally Kopel](#), 360-725-6185
Procurement
[Sue Eckroth](#), 360-725-6216
Warehouse Coordination, USDA contact



**OSPI
Child Nutrition
Services**

A Partner in Education

USDA Pilot Project in Washington Online

www.wafarmtoschool.org/Page/102/procurementpilot



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In the News

USDA Pilot Project for Procurement of Fruits and Vegetables

Washington State has reserved over \$750,000 dollars to purchase local produce!

Washington State is one of eight states participating in the USDA Pilot Project for Procurement of Unprocessed Fruits and Vegetables, as directed by the Agricultural Act of 2014, also known as the Farm Bill. The pilot enables school districts to use entitlement funds to purchase locally-grown fruits and vegetables. Through this pilot, school districts can strengthen current school-vendor relationships and broaden the diversity of farms, distributors, and processors selling to schools.

[Download](#) the packet below to find out more about the benefits and details on how to participate as a farm, vendor or school!

Farm to School
The USDA Pilot Project for Procurement of Unprocessed Fruits and Vegetables

Washington State is one of eight states selected to participate in the USDA Pilot Project for Procurement of Unprocessed Fruits and Vegetables, as directed by the Agricultural Act of 2014, also known as the Farm Bill. The pilot enables school districts to use entitlement funds to purchase locally-grown fruits and vegetables. Through this pilot, school districts can strengthen current school-vendor relationships and broaden the diversity of farms, distributors, and processors selling to schools.

How to participate?

1. Farm to School Eligibility
Schools must apply to become a USDA approved vendor. Applications must be submitted to the USDA, ARS, and WSDA by October 1, 2015.

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More info?
WSDA Farm to School Team
WSDA Agriculture Marketing Division
WSDA Food Service Services (FSS)
Washington State
Department of Agriculture
Farm to School Team
Katie O'Brien
katie.obrien@wsn.wa.gov
(509) 435-4751

For Schools:

Any interested Washington public school can participate in the 2016 - 2017 school year! This enables schools to use their entitlement dollars to purchase 'unprocessed' fruits and vegetables, including produce that has been sliced, diced, chopped, washed, frozen or dried. Foods that have been heat-treated for processing such as canning or pickling, or contain additives, are not eligible. OSPI and WSDA's farm to school team are available to help school districts connect with local vendors and navigate procurement procedures. Schools interested in better understanding the rules and regulations regarding local purchasing should review WSDA's publication, "[A School's Guide to Purchasing Washington Grown Food](#)".

[Check out Washington's Eligible Vendor list](#)

Learn more about the Pilot Procurement: [USDA Pilot Project Slide Deck](#).

How can my school join the USDA Pilot Project?

Schools can participate by calling or emailing Jim Hemmen, Food Distribution Program Supervisor, Child Nutrition Services, OSPI. (360) 725 - 6209 or jimhemmen@k12.wa.us. OSPI will work with you to help you determine how much entitlement you

Other Farm to School Activities

- Taste Washington Day – Oct. 5
- Farm to School Month – October
- Harvest of the Month
- School Gardens
- Lunchroom Promotion
- Seasonal or Special Event Purchases
- Bringing the Farm to the School





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School Food

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School and Community Engagement

In the News



WA Grown Food Kit

Find recipes and nutrition facts for serving Washington grown foods in schools and other meal programs.

*Funding and Credits

The WSDA farm to school work is dependent on federal grants to continue providing services. Recognition of our work and role in Washington farm to school efforts is essential to retaining this support. We are careful to credit partners and those who inform our work. Please credit the

WSDA Farm to School Toolkit

This toolkit is designed to provide farms, schools, families, and communities with resources to help them meet their farm-to-school goals.

Through stories, photos, templates, documents and more, this toolkit highlights farm to school and school garden successes throughout the state and draws together best practices and farm to school tips from our in-state and national network partners.

Please contact us with questions, comments, and farm to school successes of your own. With this toolkit we can continue to learn and share with each other. We'd love to hear from you!



A Bremerton School District student is excited to sample a variety of sweet peppers.



CURRENT PROGRAMS

Taste Washington Day 2012 was a huge success around the state! Schools celebrated WA agriculture on Wed, Sep 26th.

[more>](#)



IN THE NEWS

- [Taste Washington Day 2012](#)
- [Growing to school: Students taste success with local food program](#)
- [USDA Unveils Historic Improvements to Meals Served in America's Schools](#)



SUBSCRIBE

FULL NAME

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GO!

Share news and information on farm-to-school and school gardens, including seasonal newsletters, funding opportunities, job postings, and policy updates.

General Farm to School Resources from WSDA

SAFE Salad Bars in Schools

A Guide for School Food Service

Washington State Department of Agriculture • Washington State Department of Health
Office of Superintendent of Public Instruction • Washington State University School of Food Science

This document clarifies food safety requirements for locally grown foods and salad bars.

Introduction

Academic research and experts from across the country have shown that increasing the consumption of fruits and vegetables when they are given a variety of options, such as a vegetable salad bar, can lead to increased consumption.

Washington Grown Produce Seasonality Chart
by 2012 USDA Nutrition Standards

Produce	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Asparagus												
Artichokes												
Beets												
Broccoli												
Brussels Sprouts												
Cauliflower												
Corn												
Cucumbers												
Eggplant												
Fennel												
Garlic												
Green Beans												
Kale												
Leeks												
Lettuces												
Onions												
Potatoes												
Radishes												
Spinach												
Sweet Potatoes												
Tomatoes												
Winter Squash												

Farm to School Start-Up Kit

WASHINGTON STATE DEPARTMENT OF AGRICULTURE
KENT SCHOOL DISTRICT NUTRITION SERVICES



Washington
Department of
Agriculture



KENT
SCHOOL
DISTRICT

Using Geographic Preference to Strengthen Farm to School

A School's Guide to Purchasing Washington-Grown Food



Washington Grown Food Kit

General information, recipes, and nutrition analysis for various crops.

Beans
General information
Recipes & Nutrition Analysis
Menu Examples
Nutrition Facts

Carrots
General information
Recipes & Nutrition Analysis
Menu Examples
Nutrition Facts

Cucumbers
General information
Recipes & Nutrition Analysis
Menu Examples
Nutrition Facts

Kale
General information
Recipes & Nutrition Analysis
Menu Examples
Nutrition Facts

Tools and Templates from WSDA

Washington Grown Produce Seasonality Chart
by 2012 USDA Nutrition Standards Vegetable Subgroups



Product Availability and Pricing Form (Due by end of business on Wed, Feb 5, 2014) **List continues over 5 pages. Please submit all tables even if you have blank pages**

Use the separate rows for products grown in WA and elsewhere. *There are two different delivery needs by the member districts: Delivery to 1) one drop-off site or 2) the "Price per Pack" column, if you choose to do so (See EXAMPLE).*

Item & Volume	Specification	Variety (please specify)	Volume Available	WA Grown? Yes or No	Name & location of farm, grower or processor	Availability											
						Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
EXAMPLE: Radishes, fresh, bunched 100 – 500 lbs	Non-spicy variety; cleaned with no dirt on; with tops	Mild Red	Approx 200 lbs per order	YES	Smith Farm Yakima, WA				X	X	X			X	X	X	
Fruits and Berries:																	
Blueberries, fresh	Fruit should be blue-purple and firm, not overripe or crushed; free from decay, injury, mold, insects and mummified berries. Uniform in size.																
Blueberries,	US Grade A - Fruits should be uniform, bright, dark blue-purple color, firm, reasonably fleshy, practically whole and																

Asparagus	servings/lb	serving size	meals served daily	lbs needed	price/lb	price/serving
<i>basis = whole spears</i>	3.2	3/8 cup	0	0.0	\$ -	\$ -
Asparagus	4.8	1/4 cup	0	0.0	\$ -	\$ -

Black-eyed Peas	servings/lb	serving size	meals served daily	lbs needed	price/lb	price/serving
<i>basis = shelled</i>	6.9	3/8 cup	0	0.0	\$ -	\$ -
Black-eyed peas	10.3	1/4 cup	0	0.0	\$ -	\$ -

Beets	servings/lb	serving size	meals served daily	lbs needed	price/lb	price/serving
<i>basis = whole without tops</i>	7.7	3/8 cup	0	0.0	\$ -	\$ -
Beets	11.6	1/4 cup	0	0.0	\$ -	\$ -

Broccoli	servings/lb	serving size	meals served daily	lbs needed	price/lb	price/serving
<i>basis = fresh untrimmed head</i>	6.5	3/8 cup	0	0.0	\$ -	\$ -
Broccoli	9.8	1/4 cup	0	0.0	\$ -	\$ -

respective source, etc.)

Questions?



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We're here to help!



wafarmtoschool.org

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